

## **General Sales Manager**

- Manage the sales team and oversee all sales team members. Prepare a monthly/weekly sales plan and sales focus for the department to meet online and in-lane sales budget. Establish activity minimums for dealer visits, dealer calls and prospects.
- Assign, manage sales territories and document all sales team activities through a customer relationship management (CRM) tool.
- Manage all dealer sales lanes and assignment of numbers to dealer consignors. Work with the auction general manager to establish criteria. Use auction best practices to help achieve sales goals.
- Develop and maintain working relationships with local and national consignors. Monitor sales trends through the inventory management system AutoIMS.
- Foster continual improvement of the customer experience at auction and online to achieve growth and sales goals.
- Work with auction operations team to refine operational processes for sale inventory to ensure operational excellence for all customers.
- Monitor special deals, promotions and expenses to ensure the auctions financial goals are achieved.

## **Educational Requirements and Qualifications:**

High School Diploma/GED with seven (7) to ten (10) years of experience in the automobile auction industry with two (2) to five (5) years of supervisory experience required. Must have excellent communication and management skills. Must be qualified to operate a motor vehicle and possess a valid driver's license.